

## 2024 Budget Brief



V E R M O N T V E T E R A N S ' H O M E

*Fulfilling the Promise*

**An Agency of the State of Vermont**

# It all starts with the Promise

- Vision: Fulfilling the promise: caring for the Veterans of Vermont and their families.
- Mission: The Vermont Veterans' Home provides best-of-class healthcare services and advocacy for veterans, their spouses, and gold star parents while honoring their choices and respecting their right of self-determination.
- **Governor Scott's Priority Initiative-**
  - **We Protect Vermont's most Vulnerable Heroes**



# It all starts with the Promise



VERMONT  
VETERANS'  
HOME

- The State of Vermont Fulfills the Promise, it is our turn to ensure their service is not forgotten
- They answered the call and defended our Country, for that reason, our staff at the Vermont Veterans' Home are here for them
- **Our State is here for them**
- This is their Veterans' Residential Campus
- ***This is their home!!***

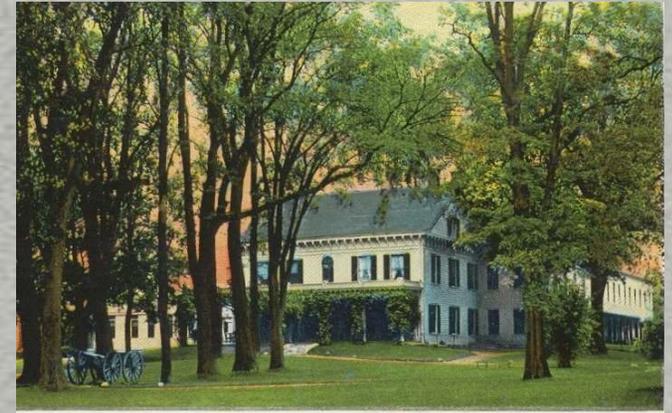


# OUR HISTORY



VERMONT  
VETERANS'  
HOME

- Incorporated by the VT Legislature by Act. No. 180 in the Acts of 1884
- In 1887 the property, conveyed to the Board of Trustees by deed of the Trenor W. Park; First “inmate” was admitted on May 18, 1887
- Was a self-contained working farm for Veterans
- Governed by the Vermont Veterans’ Home Board of Trustees



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# What is a State Veterans' Home



VERMONT  
VETERANS'  
HOME

- State Veterans Homes are facilities that provide nursing home, domiciliary or adult day care. *They are owned, operated and managed by state governments.*

- To participate in the State Veterans Home program, VA must formally recognize and certify a facility as a State Veterans Home. VA then surveys all facilities each year to make sure they continue to meet VA standards.

- *VA does not manage State Veterans Homes.*

- [http://www.va.gov/GERIATRICS/Guide/LongTermCare/State\\_Veterans\\_Homes.asp](http://www.va.gov/GERIATRICS/Guide/LongTermCare/State_Veterans_Homes.asp)

168 State Veterans' Homes

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# VA Reimbursement



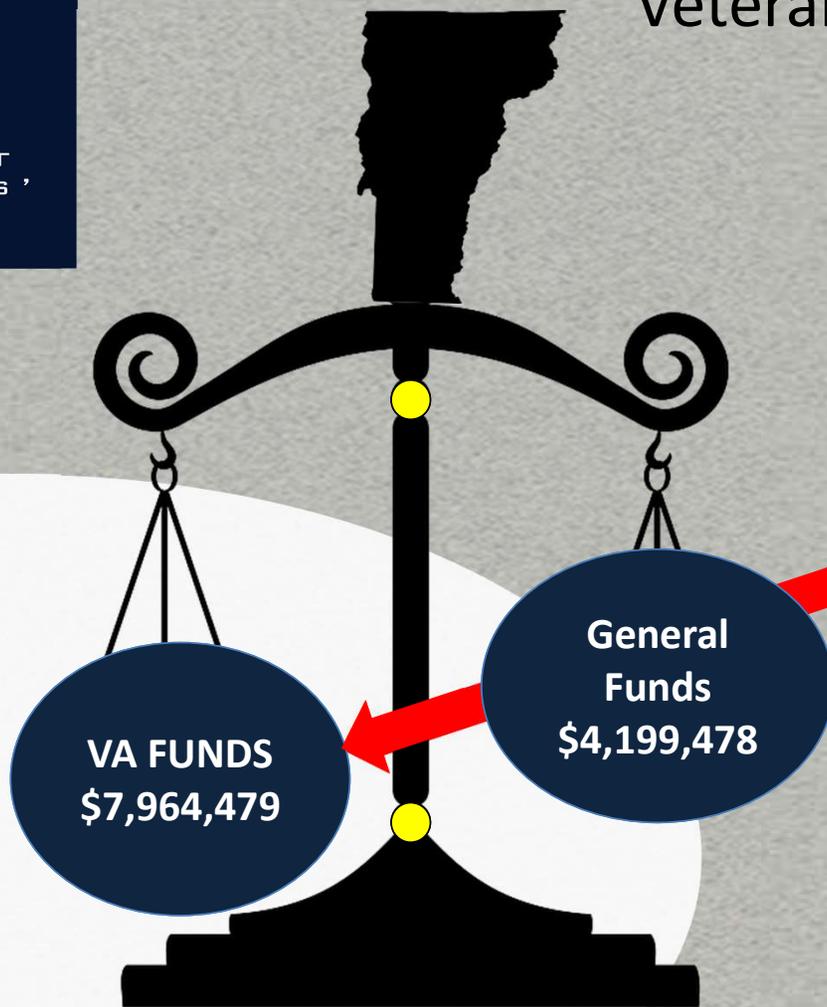
## Provided for Veterans only.

- Two types: Basic Per Diem and Full Cost of Care
- Basic Per Diem is paid for each Veteran residing at the facility, current rate is \$127.17 for the nursing home and \$54.89 for the Dom
  - Remainder of the cost of their nursing home stay is covered by Medicare, Medicaid, Private Pay or Long-Term Care Insurance.
  - Remainder of the cost of their Dom stay is paid via private funds.

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# The shared cost of caring for our most vulnerable Vermont Veterans



**Vermont would not receive these VA Funds without a State Veterans' Home**

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## VA Reimbursement Cont.

• Full Cost of Care is paid for any Veteran who is 70% or More Service-Connected Disabled, as determined by the VA. \$491.36 per Veteran per day.

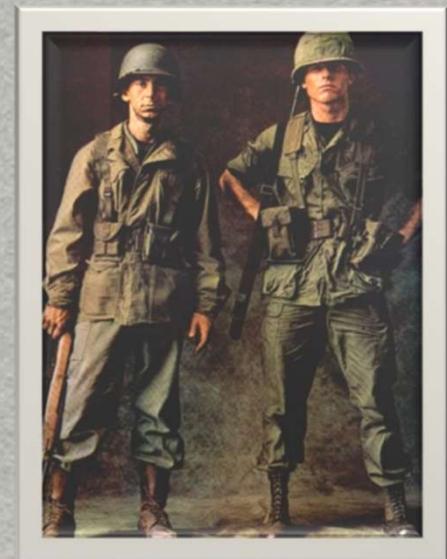
- This rate includes (Nursing Home Only):
- Room and Board
- MEDICATIONS
- Medical Supplies
- Physician Visits including community physicians
- Facility Cannot Bill Other Insurances

For Service Connected Disabled



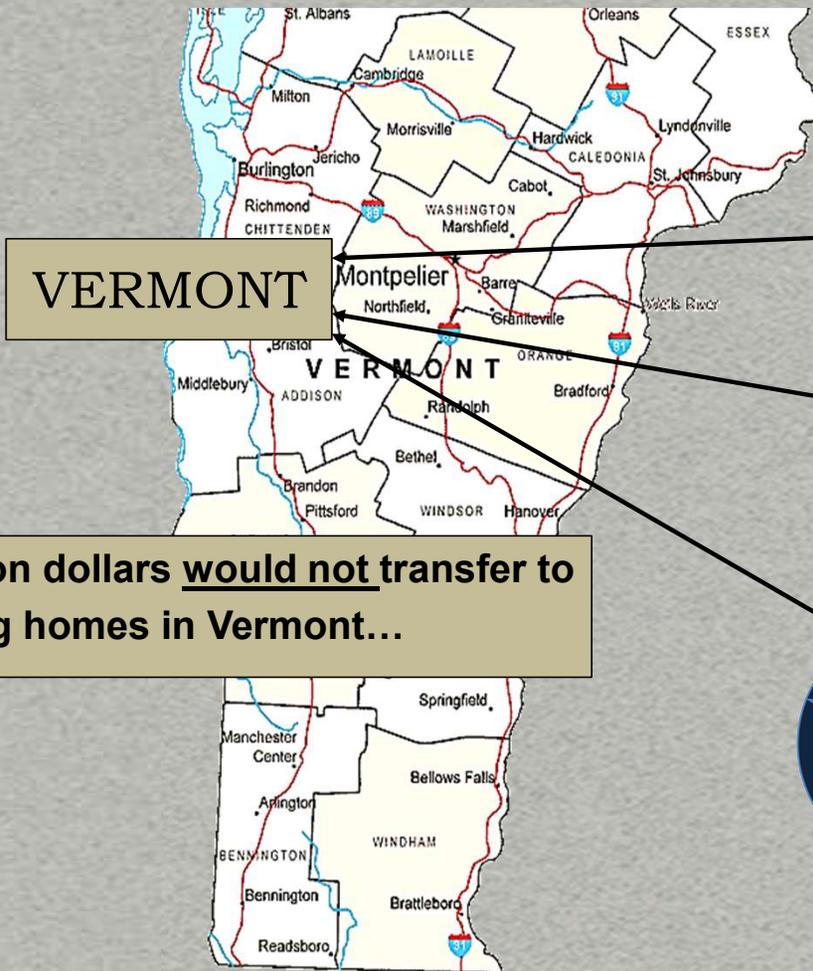
The disability had to originate

While serving in the military



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# Vermont will receive approximately **\$7,964,479** from the VA to care for its VVH Veterans in FY-24



★ **VA Stipend-**  
**\$127.17**  
per day  
**\$2,981,882**

★ **DOM Stipend-**  
**\$54.89**  
per day  
**\$140,244**

★ **Service Connected -**  
**\$491.36** per day  
**\$4,842,353**

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# VVH TODAY



- **A Premier Residential and Healthcare Campus for Veterans, their Spouses/Widows, and Gold Star Parents**
- **130 Bed Skilled Nursing Facility**
- **8 Bed Domiciliary “The Dom”/Assisted Living**
- **200 Budgeted State Employees + 59 Temp**
- **Services Provided**
  - Short-Term Rehabilitation Physical, Occupational, Speech Therapy
  - Long Term Care
  - Internationally Recognized Memory Care Program
  - Hospice and Palliative Care
  - Respite Care
  - Outpatient Rehabilitation Services
  - Guest Room for family members

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## CMS 5 Star Rating

- 5 Star Overall Rating
- 5 Star Staffing
- 5 Star Quality measures
- Only nursing home in Bennington to achieve 5 star
- 1 of 7 nursing homes in the State of Vermont

[Find Healthcare Providers: Compare Care Near You | Medicare](#)



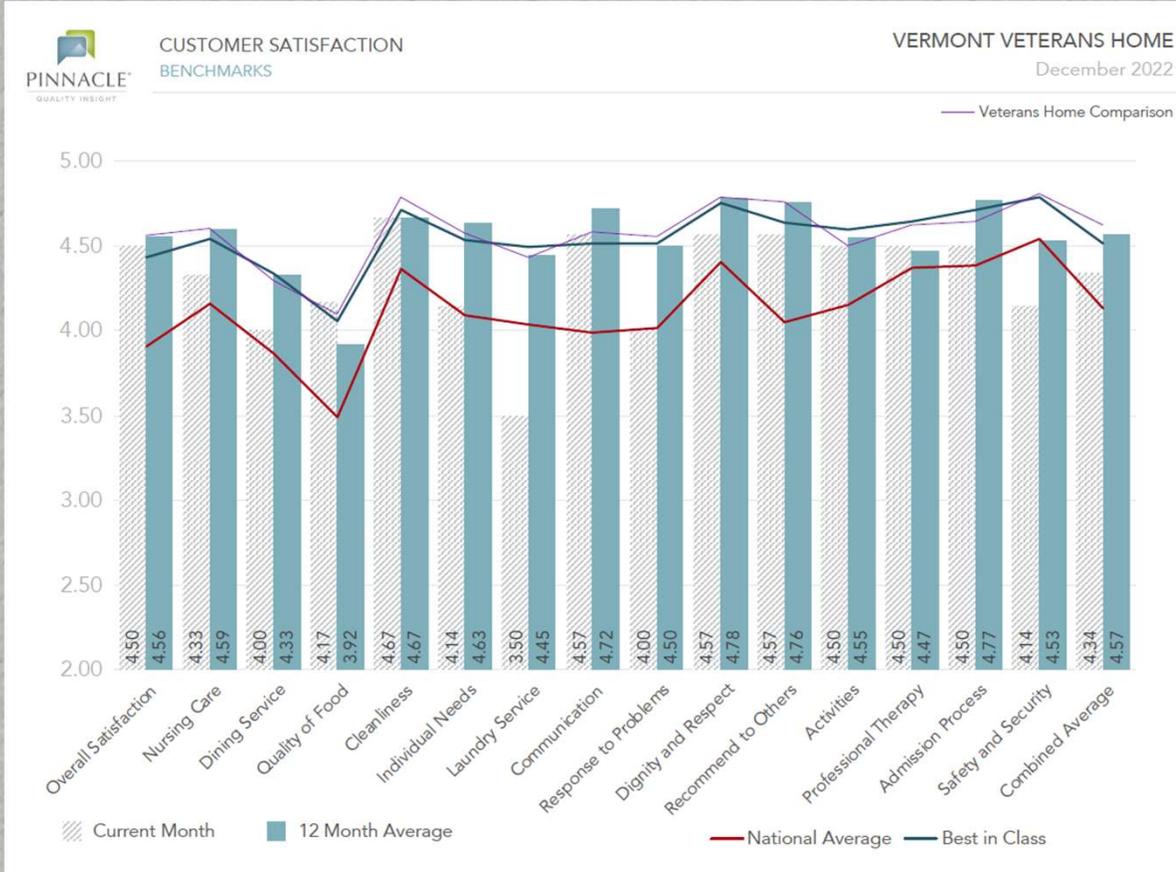
### Short-Term Rehabilitation Rating

This rating evaluates a nursing home's quality of post-acute care for patients recovering from a hospital stay such as after stroke, heart attack, infection or accidental injury.

High Performing  
(3/3)

[2022-23 Best Nursing Homes, Pricings, Quality Ratings, Reviews | US News](#)

# PINNACLE Performance Measures



- Overall Satisfaction**
- Nursing Care**
- Dining Service**
- Quality of Food**
- Cleanliness**
- Individual Needs**
- Laundry Service**
- Communication**
- Response to Problems**
- Dignity and Respect**
- Recommend to Others**
- Activities**
- Professional Therapy**
- Admission Process**
- Safety and Security**
- Combined Average**

In FY 2022 VVH provided 36,368 days of care to Vermont's most vulnerable Veterans last year.21

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# PINNACLE Performance Measures



**RECOMMENDED IMPROVEMENTS:**  
No, I think they are doing a great job.



**What is valued most?** I would say that they understand and communicate with him. It is that they understand his needs.

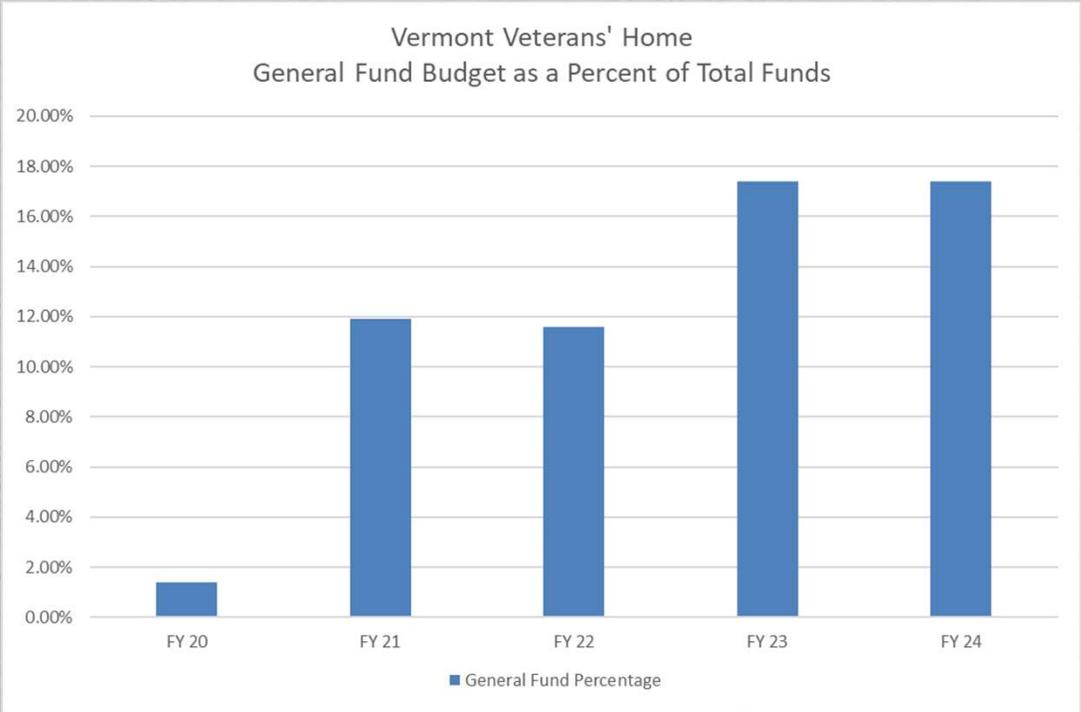
Recommend Facility to Others: 5 It appears they really go overboard for the veterans. They seem to care that they served in the military, and that means something to the residents.

Recommend Facility to Others: 5 I would tell them that it has been a very pleasant experience for my mother and me.

Recommend Facility to Others: 5 It is over-the-top care. There is no comparison to other assisted living places. The respect and care they give the veterans, it made me cry. I could not believe the difference between a normal home and the Veterans Home. They treat them with respect and honor them.

**What is valued most?** It is important that she is safe and that she is being watch over. It is important that she can have a relationship with her cousin, who is also there.

# General Fund Request History



	Total Funds	General Fund	General Fund Percentage
FY 20	25,390,435	345,783	1.4%
FY 21	24,030,247	2,858,379	11.9%
FY 22	24,447,520	2,843,321	11.6%
FY 23	23,392,108	4,068,733	17.4%
FY 24	24,166,504	4,199,478	17.4%

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# Vermont Veterans' Home Budget FY 24 Government Funding

Increase of \$130,745 or 3.2%  
From FY 2023

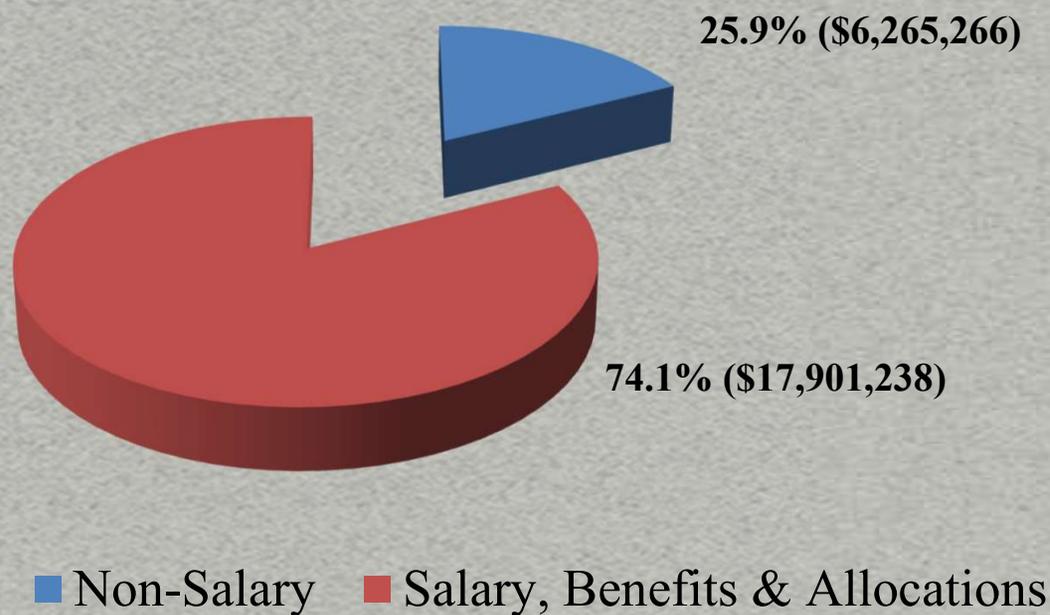


<u>Government Funding</u>	<u>% of Expense</u>	
General Fund	\$ 4,199,478	17.4%
	\$ 4,199,478	17.4%

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# Vermont Veterans' Home

## Budget support request FY24 Cost Percentages



In FY 2022 VVH provided 36,368 days of care to Vermont's most vulnerable Veterans last year.

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# Requested support from the State of Vermont for Budget FY 24



**FIXED COSTS....NO Control over these 74.1%**

**Collected Revenues account for 82.6% of total budget**

**Minimal Control over 25.9%**

<u>Operating Expenses</u>		<u>% of Total</u>	
Salaries	\$ 6,672,152	27.6%	
Overtime	627,503	2.6%	
Benefits	<u>7,979,710</u>	<u>33.0%</u>	
<b>Sub Total Salaries &amp; Benefits</b>	<b>\$ 15,279,365</b>	<b>63.2%</b>	
Medicaid Tax	\$ 639,470	2.6%	
Utilities	979,000	4.1%	
State Allocations	<u>1,003,403</u>	<u>4.2%</u>	
<b>Sub Total Tax &amp; Allocations</b>	<b>\$ 2,621,873</b>	<b>10.8%</b>	
<b>Total Salary, Benefits &amp; Allocations</b>	<b>\$ 17,901,238</b>	<b>74.1%</b>	
<u>Non-Salary Expenses</u>			
Food	\$ 500,000	2.1%	
Other Operating	<u>5,765,266</u>	<u>23.9%</u>	
<b>Sub Total Non-Salary</b>	<b>\$ 6,265,266</b>	<b>25.9%</b>	
<b>Total Operating Expenses</b>	<b>\$ 23,392,108</b>	<b>100.0%</b>	
<b>Gain (Loss) from Operations</b>	<b>\$ (4,199,478)</b>		

Other Operating Expense Examples: Drugs, Physician Fees, Contracted Rehab Service, Medical Supplies, Maintenance Supplies, Repairs, Advertising, Telephone, IT supplies and Audit.

# We collect approximately 83 cents out of every Dollar required

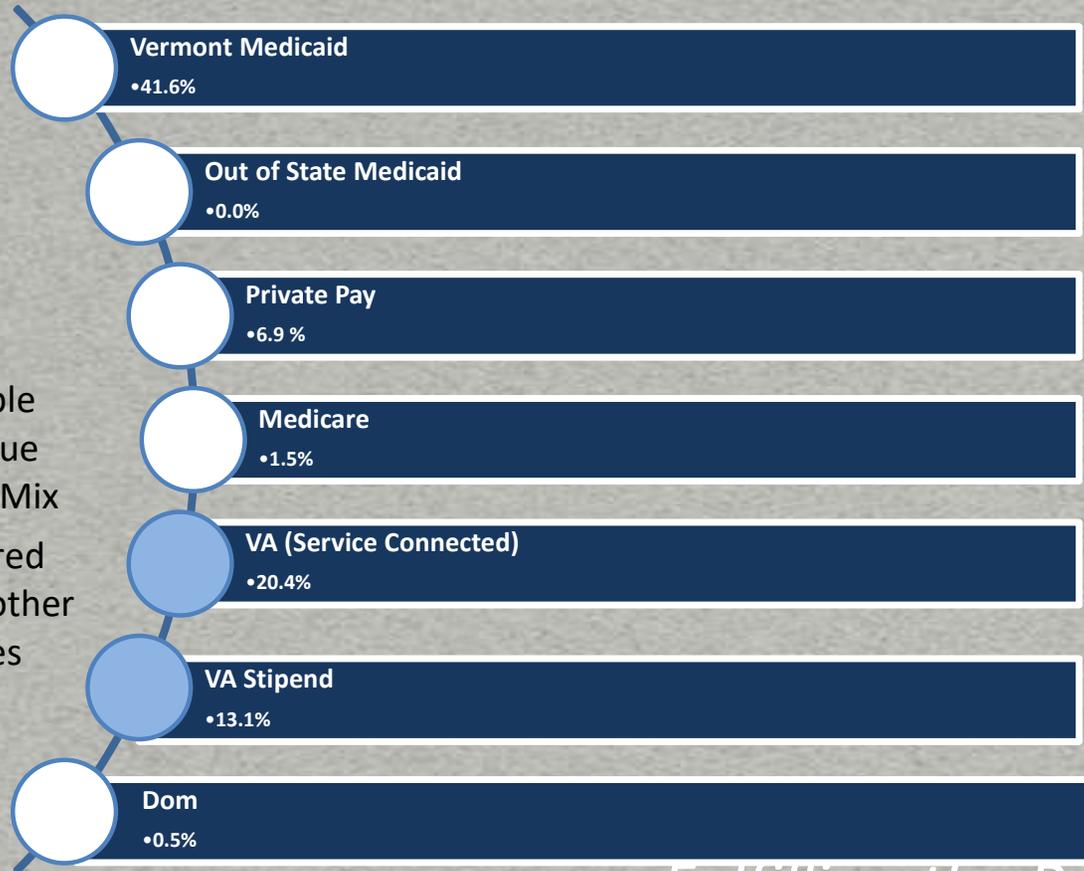


## Budget



- Example Revenue Payer Mix
- Required from other sources

Gap between Revenues & Expenses requiring funds



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Salary and  
Non-Salary  
Budget  
History  
Comparison  
FY21 to FY24



	<u>FY 2021</u>	<u>FY 2022</u>	<u>FY 2023</u>	<u>FY 2024</u>	<u>Increase or (Decrease) over FY 2021</u>
Salary & Benefits ↓	\$ 18,280,621	\$ 16,982,960	\$ 16,836,865	\$ 15,279,365	(16.4%)
Non-Salary ↑	5,749,626	7,464,560	6,555,243	8,887,139	54.6%
Total Budget Request	\$ 24,030,247	\$ 24,447,520	\$ 23,392,108	\$ 24,166,504	0.6%

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# The Vermont Veterans' Strategic Plan



- Serve More Vermont Veterans
- Capitalize on the Bennington Asset
- Expand Geographic Reach
- Offer New Services
- Increase Collaboration
- Improve Communication
- Enhance Leadership
- Cultivate an Excellent Team
- Preserve Financial Health



[Strategic Plan exec summary.pdf](#)  
<http://vermont.gov>

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# Key Factors for Budget Request



The Home's Veterans:

- Average Age 82.5
  - Youngest 55
  - Oldest 101
- Males 85
- Females 20
- 88 Veterans, including 3 Women
- Represent all branches of the Military
- World War II 5
- Korea 17
- Vietnam 49
- Gulf War 2
- Cold War 15

This results in:

- Higher Acuity/Care Needs
- PTSD, Mental Health, substance abuse and difficult to manage behaviors



Receiving the Vermont Veterans Medal

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# Key Factors for Budget Request

- 74.1%(\$17,901,238) of The Home's budget is fixed cost
  - **63.2% Salary Benefits**  
**\$15,279,365**
  - **4.2% State Allocations**  
**\$1,003,403**
  - **4.1% Utilities** \$979,000
  - **2.6% Bed Tax** \$639,470
- 17.4% (\$4,199,478) of our budgetary funding is General Funds
- 82.6%(\$19,967,026) of our budgetary funding comes from Medicare, Medicaid, Private and VA Funds





## FY 2024 Challenges

- **Meeting The Home's Financial Goals**
  - Decreased census currently 25 beds offline due to staffing challenges and the cost of agency/traveling nursing staff.
  - We reduce our costs while others continue to increase their cost to us, limited ability to absorb these increases without requesting an increase in State funding.
- **Labor Costs**
  - No control over salary and benefit increases and not included in the pay act.
- **Veteran Care Perception**
  - Outside groups/individuals providing false information on the cost of care and potential cost saving measures for the home.



# STAFFING CHALLENGES

As of January 26, 2023, we have the following open clinical positions:

- ❖ RN 13 Average hourly rate \$49.35
- ❖ LPN 6 Average hourly rate \$45.62
- ❖ LNA 33 Average hourly rate \$30.65

Current Agency Staff Numbers:

- ❖ RN 1 Current hourly rate \$96.62
- ❖ LPN 9 Current hourly rate \$85.37
- ❖ LNA 15 Current hourly rate \$69.97

# Budget Assumptions



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## • Revenue

- Based on an average daily census (ADC) of 110
- Private Room \$335 Semiprivate \$315 per day
- Vermont Medicaid Interim Payment Rate of \$475.00
- Service-Connected VA Daily Rate \$491.36
- VA Stipend Daily Rate \$127.17
- VA DOM Stipend Daily Rate \$54.89

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- **Expense Challenges:**

- COVID-19 Related Expense Continue
  - PPE Increased cost and use
  - Medical Provider costs
  - Travel Nurses
  - COVID Testing Support
- Inflation/Supply Chain
  - Increased cost of all supplies
  - Inability to obtain supplies from contracted vendors
    - Pasteurized eggs
    - Oreos
    - Ensure
    - Certain Sodas
- Maintenance Costs
  - Items difficult to obtain – supply chain issues
  - Increase cost when items can be purchased



# Budget Assumptions



## Cost Cutting Measures

- **Continuous Spending Review**
  - Ensuring costs are inline with daily census
- **LNA Class**
  - Continue to offer but limited applicants
  - Looking to offer a nights and weekend specific course
- **Continual monitoring of Veterans needed 24/7 one to one supervision.**
  - Recent success of removing a Veteran who had been on 1 to 1 for several years.

# Admissions & Marketing Focus of Effort



website: [www.vvh.vermont.gov](http://www.vvh.vermont.gov)

Like us on

Facebook: [https://www.facebook.com/vtvetshome/?ref=br\\_rs](https://www.facebook.com/vtvetshome/?ref=br_rs)

Follow us on Instagram: [vermontveteranshome](https://www.instagram.com/vermontveteranshome)

# Community Events

*We look forward to the return of these events now that COVID rules for nursing home allow for the to take place*

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**Summer Concert Series-** concerts were held this past summer on our front lawn, Many from the local community and surrounding area attended. This is a tremendous gift to the community for their resolute support of VVH. Returned in summer 2022

**Fathers Day Car Show-** this annual event continues to grow in popularity as visitor's routinely attend from the four contiguous states. Returned for 2022

**Wreaths Across America-** This annual event occurs at VVH each December on National Wreaths Across America Day, our mission to *Remember, Honor and Teach* is carried out by coordinating a wreath-laying ceremony to coincide with Arlington National Cemetery, as well as over 1,400 additional locations in all 50 U.S. states, at sea, and abroad. Returned for 2022

**Veterans Motorcycle Ride -** The Annual Veterans Ride occurs on VVH property with a barbeque and music for attendees.

**Holiday Tree Lighting-** A Community event hosted by VVH for the Local community and their children; music, snack, the tree, and Santa. Returned in 2022.

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## Community impact

- 195 Employees + Temps
- Purchasing-local first attitude
- Community events
- High School affiliation
- **College Internship Site**
  - Castleton University
  - Northern VT University
  - SUNY Albany
  - Southern VT Tech
  - Medical Residency
- **Local School to Work Site**



Our job to serve and care for our Veterans will never be done



*VVH Tomorrow*



VERMONT NATIONAL GUARD



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# Questions.....



**“ We know that Veteran’s benefits, in this administration, are not entitlements. Veteran benefits are the on-going compensation that was earned in the uniform of the United States of America.”**

**Vice President Mike Pence Elizabeth Dole Foundation 3<sup>rd</sup> Annual Convening Washington, DC**

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